BEHIND THE COUNTER.

REV. DR. TALMAGE TO SALESMEN AND SALESWOMEN.

He Would Inspire Them With a Healthy Ambition and Allay Many of Their Annoyances-Some Practical Advice and Eloquent Exhortation

This sermon of Dr. Talmage, addressed to the great host of clerks in stoers and offices and factories, will inspire such persons with healthful ambition and allay many of their annoyances. Text, Acts xvi, 14, "And a certain woman named Lydia, a seller of purple, of the city of Thyatira, which worshiped God, heard us, whose heart the Lord opened." Proverbs xvii, 29, "Seest thou a man dilient in his business? He shall stand before kings."

The first passage introduces to you Lydia, a Christian merchantess. Her business is to deal in purple clothes or silks. She is a giggling nonentity, but a practical woman, not ashamed to work for her living. All the other women of Philippi and Thyatira have been forgotten, but God has made immortal in our text Lydia, the Christian saleswoman. The other text shows you a man with head and hand and heart and foot all busy toiling on up until he gains a princely success. "Seest thou a man diligent in his business? He shall stand before kings."

Great encouragement in these two passages for man and women who will be busy, but no solace for those who are waiting for good luck to show casket of buried gold. It is folly for anybody in this world to wait for something to turn up. It will turn down. The law of thrift is as inexorable as the law of the tides. Fortune, the magician, may wave her wand in that direction until castles and palaces come, but she will after awhile invert the same wand, and all the splendors will van-

ish into thin air. There are certain styles of behavior which lead to usefulness, honor and permanent success, and there are certain styles of behavior which lead to dust, dishonor and moral default. I would like to fire the ambition of young people. I have no sympathy with those who would prepare young folks for life by whittling down their expectations. That man or woman will be worth nothing to church or state who begins life cowed down. The business of those who are occupied as clerks in the stores and shop's and banking houses of the country. They are not an exceptional class. They belong to a great company of tens of thousands who are in this country, amid circumstances which will either make or break them for time and for eternity. Many of these people have already achieved a Christian manliness and a Christian womanliness which will be their passport to any position. I have seen their trials. I have watched their perplexities. There are evils abroad which need to be hunted down and dragged

out into the noonday light. PATIENCE AND DILIGENCE. In the first place, I counsel clerks to remember that for the most part their clerkship is only a school from which they are to be graduated. It takes about eight years to get into one of the learned porfessions. It takes about eight years to get to be a merchant Some of you will be clerks all your lives, but the vast majority of you are only in a transient position. After awhile, some December day, the head men of the firm will call you into the back office, and they will say to you: "Now, you have done well by us, we are going to do well by you. We invite you to have an interest in our concern.' You will bow to that edict very gracefully. Getting into a street car to go home, an old comrade will meet you and say, "What makes you look so happy tonight?" "Oh," you will say, "nothing, nothing." But in a few days your name will blossom on the sign. Either in the store or bank where you are now, or in some other store or bank you will take a higher position than that which you now occupy. So I feel I am now addressing people who will yet have their hand on the helm of the world's commerce and you will turn it this way or that. Now clerks, but to be bankers, importers, insurance company directors, shippers, contractors, superintendents of railroads-your voice mighty "on 'Change"-standing foremost in the great financial and religious enterprises of the day. For, though we who are in the professions may, on the platform, plead for the philanthropies, after all, the merchants must

come forward with their millions to

sustain the movement. Be therefore patient and diligent in this transient position. You are now where you can learn things you can never learn in any other place. What you consider your disadvantages are your grand opportunity. You see an affluent father some day come down a prominent street with his son who has just graduated from the university and establishing him in business, putting \$50,000 of capital in the store. Well. you are envious. You say: "Oh, if I only had a chance like that young man! If I only had a father to put \$50,000 in a business for me, then I would have some chance in the world." Be not envious. You have advantages over that young man which he has not over you. As well might I come down to the ship out to sea." Why, I would sink crew and cargo before I got out of the harbor simply because I know nothing about pilotage. Wealthy sea captains put their sons before the mast for the reason that they know it is the only place where they can learn to be successful sailors. It is only under drill that people get to understand pilotage and navigation, and I want you to understand that it takes no more skill to conduct a vessel out of harbor and across the sea than to steer a commercial establishment clear of the rocks. You see every day the folly of people going into a business they know nothing about. A man makes a fortune in one business, thinks there is another occupation more comfortable, goes into it and sinks all. Many of the commercial establishments of our cities are giving their clerks a mercantile education as thorough as Yale or Harvard or Princeton are giving scientific attainment to the students matriculated. The

march if it is going to end in the vineyards and orchards of the promised

But you say, "Will the womanly clerks in our stores have promotion?" Yes. Time is coming when women will be as well paid for their toil in mercantile circles as men are now paid for their toil. Time is coming when a woman will be allowed to do anything she can do well. It is only a little while ago when women knew nothing of telegraphy, and they were kept out of a great many commercial circles where they are now welcome, and the time will go on until the woman who at one counter in a store sells \$5,000 worth of goods in a year will get as high a salary as the man who at the other counter of the same store sells \$5,000 worth of goods. All honor to Lydia, the Christian saleswoman.

SUBMISSION TO RULES. The second counsel I have to give to clerks is that you seek out what are the lawful regulations of your establishment, and then submit to them. Every well ordered house has its usages. In military life, on ship's deck, in commercial life, there must be order and discipline. Those people who do not learn how to obey will never know how to command. I will tell you what young man will make ruin, financial and moral. It is the young man who thrusts his thumb into his vest and says: "Nobody shall dictate to me. I am my own master. I will not submit to the regulations of this house." Between an establishment in which all the employes are under thorough discipline and the establishment in which the employes do about as they choose is the difference between success and failure-between rapid accumulation and utter bankruptcy. Do not come to the store ten minutes after the time. Be there within two seconds and let it be two seconds before instead of two seconds them, at the foot of the rainbow, a after. Do not thing anything too insignificant to do well. Do not say, "It's only just once." From the most ima string around a bundle obey orders. Do not get easily disgusted. While others in the store may lounge or fret or complain you go with ready hands and cheerful face and contented spirit to your work. When the bugle sounds, the good soldier asks no questions, but shoulders his knapsack, fills his canteen and listens for the command of "March!"

Do not get the idea that your interests and those of your employer are antagonistic. His success will be your honor. His embarrassment will be your dismay. Expose none of the frailties of the firm. Tell no store secrets. Do not blab. Rebuff those persons who come to find out from clerks what ought | the police. The vast majority of in-Christianity is not to quench but to di- never to be known outside the store. stances were not known. The head of rect human ambition. Therefore it is Do not be among those young men who that I utter words of encouragement to take on a mysterious air when some- now?" "Oh, he isn't here any more." thing is said against the firm that em- | A lad might better starve to death on ploys them, as much as to say, "I could tell you something if I would, but I won't." Do not be among those who imagine they can build themselves up temptation in a boy's way. There have by pulling somebody else down. Be not ashamed to be a subaltern.

Again, I counsel clerks to search out what are the unlawful and dishonest demands of an establishment and resist them. In the 6,000 years that have passed where has never been an occasion when it was one's duty to sin against God. It is never right to do wrong. If the head men of the firm expect of you dishonesty, disappoint them. "Oh," you say, "I should lose my place then." Better lose your place than lose your soul. But you will not lose your place. Christian heroism is always honored. You go to the head man of your store and say: "Sir, I want to serve you. I want to oblige you. It is from no lack of industry on my part, but this thing seems to me to be wrong, and it is a sin lagainst my conscience, it is a sin against God, and I beg you, sir, to excuse me." He may flush up and swear. but he will cool down, and he will have more admiration for you than for those who submit to his evil didtation, and while they sink you will rise. Do not, because of seeming temporary advantage, give up your character, young you give up everything. That employer asks a young man to hurt himself for time and for eternity who expects him to make a wrong entry, or change an invoice, or say goods cost so much when they cost less, or impose upon the verdancy of a customer, or misrepresent a style of fabric. How dare he demand of you anything so insolent?

A FEW TRIALS.

Again, I counsel all clerks to conquer the drials of their particular position. One great trial for clerks is the inconsideration of customers. There are people who are entirely polite everywhere else, but gruff and dictatorial and contemptible when they come into a store to buy anything. There are thousands of men and women who go from store to store to price things, without any idea of purchase. They are not satisfied until every roll of goods is brought down and they have pointed out all the real or imaginary defects. They try on all kinds of kid gloves and stretch them out of shape, and they put on all styles of cloak and walk to the mirror to see how they look, and then they sail out of the store, saying, "I will not take it today," which means, "I don't want it at all," leaving the clerk amid a wreck of ribbons and laces and cloths to smooth out a thousand dollars' worth of goods-not a cent of which did that man or woman buy or expect to buy. Now. I call that a dishonesty on the part of the customer. If a boy runs into a store and takes a roll of cloth off the counter and sneaks out into the street, you all join in the cry pell mell, "Stop thief!" When I see you go into a store, not expecting to buy anything, docks when a vessel is about to sail for but to price things, stealing the time of Valparaiso and say, "Let me pilot this the clerk and stealing the time of his employer, I say, too, "Stop thief!"

If I were asked which class of persons most need the grace of God amid their annoyances, I would say, "Dry goods clerks." All the indignation of customers about the high prices comes on the clerk. For instance: A great war comes. The manufactories are closed. The people go off to battle. The price of goods runs up. A customer comes into a store. Goods have gone up. "How much is that worth?" "A dol-"A dollar! Outrageous! A dollar!" Why, who is to blame for the fact that it has got to be a dollar? Does the indignation go out to the manufacturers on the banks of the Merrimac because they have closed up? No. Does the indignation go out toward the employer, who is out at his country seat? No. It comes on the clerk. He got up came into his own right arm. And I

up the rents. Of course, the clerk. Then a great trial comes to clerks in the fact that they see the parsimonious for a lever and the throne of God for a | tects of high attainments and reputa-

cheap and sell dear." Oh, lay not aside your urbanity when you go into a store! Treat the clerks like gentlemen and ladies, proving yourself to be a gentleman or a lady. Remember that if the prices are high and your purse is lean that is no fault of the clerks. And if you have a son or a daughter amid those preplexities of commercial life. and such a one comes home all worn out, be lenient, and know that the martyr at the stake no more certainly needs the grace of God than our young people amid the seven times heated ex-

asperations of a clerk's life. INCONSIDERATE EMPLOYERS. Then there are all the trials which come to clerks from the treatment of inconsiderate employers. There are professed Christian men who have no more regard for their clerks than they have for the scales on which the sugars are weighed. A clerk is no more than so much store furnitue. No consideration for their rights or interest. Not one word of encouragement from sunrise to sunset, nor from January to December. But when anything goes wrong-a streak of dust on the counter or a box with the cover off-thunder showers of scolding. Men imperious, capricious, cranky towards their clerks-their whole manner as much as to say, "All the interest I have in you is to see what I can get out of you." Then there are all the trials of incompetent wages, not in such times as these, when if a man gets half a salary for his services he ought to be thankful, but I mean in proserous times. Some of you rememther when the war broke out and all merchandise went up, and merchants were made millionairs in six months by the simple rise in the value of goods. Did the clerks get advantage of that rise? Sometimes, not always. I saw estates gathered in those times over which the curse of God has hung ever since. The cry of unpaid men and women in those stores reached the Lord of Sabaoth, and the indignation of portant transaction in commerce down God has been around those establishto the particular style in which you tie ments ever since, flashing in the chandeliers, glowing from the crimson upholstery, rumbling in the long roll of the tenpin alley. Such men may build up palaces of merchandise heaven high but after awhile a disaster will come along and will put one hand on this pillar and another hand on that pillar and throw itself forward until down will come the whole structure, crushing the worshipers as grapes are mashed

> in the winepress. Then there are boys ruined by lack of compensation. In how many prosperous stores it has been for the last twenty years that boys were given just enough money to teach them how to steal! Some were seized upon by the firm asked. "Where is George a blasted heath than take one farthing from his employer. Woe be to that employer who unnecessarily puts a been great establishments in these cities, building marble palaces, their owners dying worth millions and millions and millions, who made a vast amount of their estate out of the blood and muscle and nerve of half paid clerks. Such men as-well, I will not mention any name. But I mean men who have gathered up vast estates at the expense of the people who were ground under their heel. "Oh," say such merchants, "if you don't like it here, then go and get a beter place!" As much as to say: "I've got you in my grip, and I mean to hold you. You

can't get any other place." TRUE SYMPATHY.

Oh, what a contrast between those men and Christian merchants who today are sympathetic with their clerks -when they pay the salary, acting in this way: "This salary that I give you is not all my interest in you. You are an immortal man; you are an immortal woman. I am interested in your present and your everlasting welfare. I want you to understand that if I am a little higher up in this store I am beman. Under God that is the only thing side you in Christian sympathy." Go number of politicians who had expectyou have to build on. Give up that, | back 40 or 50 years to Arthur Tappen's store in New York, a man whose worst enemies never questioned his honesty. Every morning he brought all the clerks and the accountants and the weighers into a room for devotion. They sang, they prayed, they exhorted. On Monday morning the clerks were asked where they had attended church on the previous day and what the sermons were about. It must have sounded strangely, that voice of praise along the streets where the devotees of Mammon were counting their golden beads. You say, Arthur Tappen failed. Yes, he was unfortunate, like a great many good men, but I understand he met all his obligations before he left this world, and I know that he died in the peace of the gospel and that he is before the throne of God today-forever blessed. If that be failing, I wish you might all

There are a great many young men and young women who want a word of encouragement-Christian encouragement. One smile of good cheer would be worth more to them tomorrow morning in their places of business than a present of \$15,000 ten years hence. Oh, I remember the apprehension and the tremor of entering a profession. I remember very well the man who greeted me in the ecclesiastical court with the tip ends of the long fingers of the felt hand, and I remember the other man who took my hand in both of his and said: "God bless you, my brother. You have entered a glorious profession. Be faithful to God, and he will see you through." Why, I feel this minute the thrill of that handshaking, though the man who gave me the Christian grip has been in heaven 20 years. There are old men here today who can look back to 40 years ago, when some one said a kind word to them. Now, old men, pay back what you got then. It is a great art for old men to be able to encourage the young. There are many young people in our cities who have come from inland counties, from the granite hills of the north, from the savannas of the south, from the prairies of the west. They are here to get their fortune. They are in boarding houses where everybody seems to be thinking of himself. They want companionship, and they want Christian encouragement. Give

it to them. . BALANCING THE BOOKS.

My word is to all clerks, Be mightier than your temptations. A Sandwich Isenemy all the strength of that enemy you conquer is so much added to your

tell you what is in your hearts. To buy surface of the sea, hardened into gems, then dropped to the bottom. I have to tell you today that storms of trial have showered imperishable pearls into many a young man's lap. Oh, young man, while you have goods to sell, remember you have a soul to save. In a hospital a Christian captain, wounded a few days before, got delirious, and in the midnight hour he sprang out on the floor of the hospital, thinking he was in the battle, crying: "Come on, boys! Forward! Charge!" Ah, he was only battling the specters of his own brain! But it is no imaginary conflict into which I call you, young man, today. There are 10,000 spiritual foes that would capture you. In the name of

God, up and at them! After the last store has been closed, after the last bank has gone down, after the shuffle of the quick feet on the custom house steps has stopped, afte the long line of merchantment on the sea has taken sail of flame, after Washington and New York and London and Vienna have gone down into the grave where Thebes and Babylon and Tyre lie buried, after the great fire bells of the judgment day have tolled at the burning of a world-on that day all the affairs of banking houses and stores will come up for inspection. Oh, what an opening of account books! Side by side the clerks and the man who employed them. Every invoice made out-all the labels of goods-all certificates of stock-all lists of prices -all private marks of the firm, now explained so everybody can understand them. All the maps of cities that were never built, but in which lots were sold -all bargains, all gougings, all snap judgments, all false entries, all adulteration of liquors with coppers and strychnine. All mixing of teas and sugars and coffees and sirups, with cheaper material, all embezzlements of trust funds. All swindles in coal and iron and oil and silver and stocks. On that day when the cities of this world are smoking in the last conflageration the trial will go on, and down in an avalanche of destruction will go those who wronged man or woman, insulted God and defied the judgment. Oh, that will be a great day for you, honest Christian clerk. No getting up early, no retiring late, no walking around with weary limbs, but a mansion in which to live and a realm of light and love and joy over which to hold everlasting dominion. Hoist him up from glory to glory and from song to song and from throne to throne, for while others go down into the sea with their gold like a millstone hanging to their neck, this one shall come up the heights of amethyst and alabaster, holding in his right hand the pearl of great price in a sparkling, glittering flaming casket.

The Jefferson, Richmond, Va., is conducted strictly upon the European plan for the summer months with care charges as moderate as any first-class restaurant in the state. Good rooms can be had for \$1.50 per day and up-

THE GOLD DEMOCRATS.

Meeting of the Executive Committee-To Make Vigorous Campaign in Kentucky, Ohio and Iowa

New York, July 21.-The executive committee of the national democratic party, the gold wing of the democratic party, met today at No. 62 William street. There was not a full attendance. There were on hand William T. Bynum, late of Indianapolis and now of Brooklyn, chairman of the national committee and ex-officio chairman of the executive committee; C. B. Holman, Rockland, Me.; W. D. Haldeman, Louisville; John C. Bulitt, Philadelphia; George F. Peabody, New York; F. W. M. Cutcheon, St. Paul; W. W. Screws, Montgomery, Ala., proxy for J. M. Falkner; T. P. Linn, Columbus, Ohio, proxy for L. C. Krauthoff, Kansas City; Charles J. Canda, New York, proxy for J. P. Frennell, Indianapolis.

There was much disappointment over the absence of the three members of the committee and also because a ed to be present from Iowa, Kentucky and Ohio to talk over the prospects of the fall campaign did not appear. The purpose of the meeting was apparently to hear these men and to discuss whether to conduct campaigns in the various states with speakers or with campaign literature.

When the meeting was called to order this subject was taken up. It was said that the gold democrats had a good fighting chance for victory in Kentucky and a fair chance in Iowa. Then whether it was better to spend what money they had and get speakers for those campaigns or for literature was the question.

At the close of the meeting Chairman Bynum gave out a statement. He said that after a discussion of the matter of assisting the states of Ohio, Kentucky and Iowa, in their campaigns this fall, it was finally decided to assist the states' campaign committees with prominent speakers of national reputation. John P. Irish, of San Francisco, was spoken of, also Senator Caffery, of Louisiana; Senator Lindsay, of Kentucky: Colonel W. C. P. Breckinridge, of Kentucky, and others. An appeal will be made to all prominent speakers who participated in the campaign last fall for Palmer and Buck ner. When asked if Burke Cockran would be invited, Chairman Bynum answered that he had not identified himself with the organization as yet, but all who spoke for Palmer and Buckner in the last campaign would be asked to speak.

CASTORIA. CASTORIA The fac-CASTORIA The facsignature

Competitive Examination for Supervising Architect.

Washinfgon, July 21.-The United loose, 4% a5c; dry salted shoulders, boxed States civil service commission announces a competitive examination to lander used to think when he slew an fill the vacancy in the position of supervising architect of the treasury. The salary of this position, which is the war. He levied the taxes. He puts have to tell you that every misfortune one of the most important and responsible under the government, is \$4,500 own moral power. With omnipotence per annum, and it is hoped that archisuch a Nervous Prostration. It is strong and advanced all day with fewer reactions, stimulated by strong later commercial circles, and they will tell circles, and they will

WILMINGTON MAPSETS.

COTTON REPORT. Wilmington, N. C., July 21. Receipts of cotton today—i bale. Receipts to same date last year—2 bales This season's receipts to date-234.275 bales. Receipts to same date last year-171.00

The quotations posted at 4 o'clock today at the exchange. Cotton firm. Ordinary..... 55 Good ordinary..... 7 Low middling...... 7%

NAVAL STORES.

Spirits turpentine-Machine barrels firm at 2314c; country barrels firm at 23c. Rosin firm at \$1.20 and \$1.25. Tar steady at \$1.15.

Crude turpentine firm; hard \$1.30; yel-low dip \$1.80; virgin \$1.90. Prices same day last year—Spirits tur-pentine 224c and 214c; rosin \$1.324 and \$1.374; tar \$1.10; crude turpentine \$1.30, \$1.70 and \$1.80. Receipts today-115 casks spirits turpen-

tine, 310 barrels rosin, 36 barrels tar, 60 barrels crude turpentine.

Receipts for same date last year-89 casks spirits turpentine, 614 barrels rosin, 87 barrels tar. 40 barrels crude turpentine.

MARKETS BY TELEGRAPH

FINANCIAL

New York, July 21.-Money on call easy at 161% per cent.; last loan at 1 per cent., closed offered at 1 per cent. Prime mercantile paper 3@4 per cent. Sterling exchange steady with actual business in bankers bills at \$4.87% for demand, and at \$4.86% for sixty days. Posted rates \$4.87@ \$4.87% and \$4.88@\$4.88%. Commercial bills at \$4.85%. Silver certificates 59%.@60%. Bar silver 59%. Mexican dollars 46%. Government bonds firm; state bonds quiet; railroad bonds firm.

STO	CKS.
Illinois Central 99½ L. & N	Adams Ex
BON	DS.

BONDS.				
N. U S 4's reg. 123\(\) Missouri 6's. 100 N. U S 4's cou. 124\(\) N. Caro. 6's. 123 U S 5's reg. 113\(\) N. Caro. 4's. 103 U S 5's cou. 114\(\) S. Caro. non-fu. \(\) U S 4's reg. 111\(\) T. N. S. 6's. 82 U S 4's cou. 112\(\) T. N. 5's. 105 U S 2's reg. 96\(\) T. N. S. 3's. — Pac. 6's, of '96. 101\(\) T. Old S. 6's. 60 Ala. Class A. 106\(\) Va. Cen. 64\(\) Ala. Class B. 106\(\) Va. deferred. 4 Ala. Class C. 98 L. & N. Un. 82\(\)				
Ala. Currency 98 Southern 5's 91 La. N. cou 4's 96 N. J. C. G. 5's 1121/2				
COTTON.				

Liverpool, July 21.-4 p. m.-Cotton-Spot, fair demand; prices higher; Amerimiddling fair 4 21-32d; middling 4 13-32d; American ow middling 41sd; good ordinary 3 13-16d; Sales 10,000 ordinary bales, of which 1,000 were for speculation and export, and included 8,600 American. Receipts 1,000 bales, including 700 American. Futures opened steady with a moderate demand and closed quiet at the

American middling, low middling clause: uly 4 10-64d buyers; July and August 9-64d sellers; August and September 4 -64d sellers: September and October 3 62-64d sellers; October and November 3 56-64d 57-64d sellers; November and December 54-64d sellers; December and January 3 52-64d, 3 53-64d buyers: January and February 3 52-64d, 3 53-64d buyers; February and March 3 53-64d buyers; March and April 3 54-64d sellers; April and May 3 54-54d, 3 55-64d buyers. New York, July 21.-Cotton steady; mid-

dling 7 15-16c; net receipts none; gross receipts 6; exports to Great Britain 317; to the continent 7,221; forwarded 6; sales 1,525; spinners 1,325; stock 64,095. Total today: Net receipts 225; exports o Great Britain 317; to France none; to the continent 7,562; stock 118,942.

Consolidated: Net receipts 1,156; exports o Great Britain 1,999; to France 1,165; to he continent 9,416. Total since September 1st: Net receipts ,604,736; exports to Great Britain 2,998,083; to France 699,545; to the continent 2,132,-160: to the channel 5,481. Futures closed quiet and steady: sales

81,300 bales: January 7.03; February 7.06; March 7.10; April 7.13; July 7.39; August .34; September 7.17; October 7.03; November 6.97; December 6.99. Spot closed steady at 1-16c decline; middling uplands 7 15-16c; middling gulf 8 3-16c; sales 1,525 bales.

PORT RECEIPTS.

Galveston-Quiet at 7 1-16c; net receipts

Norfolk-Firm at 81/sc: net receipts 7. Baltimore-Nominal at 84c. Boston-Steady at 8c; net receipts 31. Wilmington-Firm at 8c. Philadelphia—Quiet at 8 3-16c. Savannah-Firm at 7%c; net receipts 2.

New Orleans-Quiet at 7%c; net re eipts 13. Mobile-Steady at 7%c; net receipts 3. Memphis-Steady at 7 13-16c; net receipts 45. Augusta-Firm at 8c; net receipts 10.

Charleston-Firm at 7%c. Cincinnati-Quiet at 8c; net receipts 120 Louisville-Quiet at 8c. St. Louis-Firm at 7 13-16c. Houston-Steady at 7%c; net receipts

GRAINS, PROVISIONS, ETC. Chicago, July 21.-The leading futures were as follows:

Wheat-

Open. High. Low. Clos.

TT MCGC				
July	761/2	781/2	761/2	781/4
September	721/4		71%	74%
December	731/2		731/4	751/4
Corn-				,
July	26	26%	26	26%
September	261/2	2634	26%	26%
December	271/2		271/2	27%
Oats-	4172	21/5	4172	21.78
July	17	17%	16%	171/4
September	17%			
				202/
May	201/4	201/2	201/4	20%
Mess pork-				
July				\$7.65
September		\$7.90	\$7.70	\$7.721/2
September	\$4.221/2	\$4.25	\$4.15	\$4.171/2
October	4.271/2	4.2736	4.20	4.20
Short ribs-				1000000
September	\$4,5214	\$4,5716	\$4.50	\$4 5214
October	4.57%	4.60	4.55	4.55
Cash quotatio	ns we	re as fo	llows.	Flour
firm, shade hi	gher:	No. 2	vellow	COFF
264@264c; No.	2 spri	ne who	at 781/	c. No
3 spring wheat	79.697	Se No	2 704	7914 0
No. 2 corn, 26149	2961/01	No 2	a reu,	1078C.
No 2 white 21	1/6/201/	2. 2.	2	2418C;
No. 2 white, 21	12/12/22/1	bi No.	o whit	e, 2001
22c; mess pork,	per t	JOL., \$1.	10421.19	lard,
per 100 lbs., \$4.	1724134.	10; sho	rt ribs	sides,

gal., \$1.19. New York, July 21.-Flour strong and held 20c higher with buyers scarce at the advance: Minnesota patents \$4.35@\$4.70; winter patents \$4.40@\$4.70; winter straights

4% a5c; short clear sides, boxed, 4% a4% c

whiskey, distillers' finished goods, per

\$4.00@\$4.25. Wheat-Spot stronger; No. 1 northern, New York, 88%c affoat; No. 1 northern, Duluth, 88%c affoat. Options opened easy

Corn—Spot steady: No. 2, M4c elevators 224c affoat. Options opened easier in consequence of country offerings and good crop news, railled later with wheat and closed at 4c net higher. July closed at 314c; August 3146314c, closed at 314c; September 314632c, closed at 32c.
Oats—Spot easy; No. 2, 214622c; options

dull and barely steady; closing unchanged to 1c net lower. July closed at 21%c; Sep-tember 21% @21%c, closed at 21%c. Lard-Quiet; western steamed; closed at \$4.25@\$4.40 nominal; city \$2.90@\$4.00; September closed at \$4.40 nominal; reaned firm; continent \$4.70; South American \$5.40; compound 46.4%c.

Pork-Dull. Eggs-Quiet; state and Pennsylvania

124-613c; western fresh 114-613c. Rice-Firm. Molasses-Firm. Cotton Seed Oil firmly held; better inquiry reported from European markets; prime crude, f. o. b., mills 169164c; prime

summer yellow 2246254c; off summer yel-

Coffee-Options opened steady with prices unchanged to 10 points lower; ruled generally weak, following unsatisfactory European advices and large Brazilian movement; selling arrested by firmer ruling of spot coffee. Closed steady with prices at 10 to 15 paints net decline; sales 17,506 bags, including August \$6.959\$7.06; September \$7.0661\$7.15; December \$7.306 \$7.40. Spot steady; held higher; Cordova 1014@1614c; sales 800 bags Maracaibo; 1,700 bags Caramanga; 100 bags Central Ameri-

Sugar-Raw firm; refining 34c; Centrifugal 96 test, 3%c; refined firm.

NAVAL STORES.

New York-Rosin steady; turpentine Savannah-Spirits turpentine firm at 24%c bid; sales 790; receipts 1,967. Rosin firm; sales 7,964; receipts 5,236. Quote: A B C D \$1.20; E \$1.25; F \$1.30; G \$1.35; H \$1.50; I \$1.55; K \$1.60; M \$1.65; N \$1.85; W G \$2.05; W W \$2.40.

Charleston-Turpentine firm at 23c; sales 100 barrels. Rosin firm; sales 300 barrels; strained, common to good \$1.15 to \$1.30.

The New York Stock Market.

low 24972454c.

New York, July 21.-The stock market today, generally was steady to firm, but at the closing was strong, at a better level for, not only the more active shares, but also for shares usually quiet and unobtrusive. One of the most potent influences was a 2 cent extreme rise in wheat and the export orders of over 1,000,-000 bushels of wheat, while yesterday the enormous quantity of 1,500,000 bushels were engaged for export, which is the largest day's business in a number of years. Other influences were the treasury's continued gain in gold, favorable crop outlook and predictions of the tariff's early becoming a law. Predictions were not wanting that this country would have a large credit balance abroad next year, although there was a possibility of moderate gold exports soon. Speculative and commission house orders were sustaining influences in the local market, while foreign bankers maintained that recent London sales were really the liquidation of purchases in London for New York account. Top prices for the present movement were recorded by Chicago Gas, Rock Island, Brooklyn Rapid Transit, Lead, Chicago and Great West-ern, and Missouri, Kansas and Texas preferred as well as some notable stocks, compared with a month back, twelve industrial stocks are quoted today at an advance of over 4 per cent., while twenty railroad stocks are up over 21/2 per cent. This rise, of course, is a constant temptation to those who, for several years, have found short sales at every sharp advance ultimately profitable, but the bulls argue that the improving business situation and expected increase in railway earnings may carry the market above the figures prevailing before the '93 panic. Sugar rose to 1451/2, receded to 1421/2 and closed with a net loss of % per cent. It is claimed in some quarters that the interests most active in the recent advance of the specialty have realized on much of their holdings, but there is no way of verifying such rumors. Lead was buoyant on buying attributed to tariff changes. Chicago Gas advanced on confident buying in view of the dividend expectations. Consolidated Gas broke per cent., part of which it subsequently recovered. The disturbing feature seemingly was fear that the consolidation of other companies, if it materializes, would lead to sharp competition. The grangers were in particularly good demand, notably Rock Island, which improved on reports of immense crop results in Kansas and Oklahoma. Crop prospects also strengthened southwestern stocks, especially St. Louis and Southwestern, preferred and Missouri, Kansas and Texas, preferred. Hopes of an early settlement of the soft coal strike uplifted Tennessee Coal and Iron, although the June report was far from favorable. Wheeling and Lake Erie preferred was also benefitted by the former influences. The rise in Brooklyn Rapid Transit was on the con-

unions were approaching. The total sales of stocks today were 308.-800 shares, including Atchison, preferred 5,515, Chicago, Burlington and Quincy 14,-420. Missouri, Kansas and Texas, preferred 10,311, Reading 7,200, Rock Island 17,800, St. Louis, preferred 5,113, St. Paul 27,948, American Spirits 6,977, Chicago Gas 28,250, Lead 15,901, Sugar 50,316, Tennessee Coal and Iron 6,880. Business in railway and miscellaneous bonds was in considerable volume at marked enhancement in values of some securities. The aggregate sales were \$2,267,000. Governments held firm on light transactions. The sales were \$7,000.

viction that important street railway

Cotton Futures.

(Special to The Messenger.) New York, July 21.-The cotton market

was lower today. Early Liverpool cables this morning reported that market as 1/2 point lower. This was a great disappointment to the bulls. The opening here was 1 to 4 points down. After the opening prices stiffened for a moment, but free selling for Liverpool started them down again. The weather map showed good rains over the entire cotton belt, except Texas, and showers at a few points in that state. The bears plucked up suffcient courage to hammer prices cautiously. August, under further liquidation, was the especial weak spot. January opened at 7.06, advanced to 7.08, declined, with occasional slight reactions, to 7.02 and closed at 7.03 to 7.04, with the tone of the market quick and steady. The temper of the trade is still bullish, but we can see nothing as yet to justify a change in our

RIORDAN & CO. (By Associated Press.)

New York, July 21.-The cotton market opened steady at 1 to 3 points decline. atly the market was irregular with, in the main, a downward movement, the weakest interval showing a net loss of 6 to 11 points. The close was quiet at a net decline of 5 to 9 points. Total sales of futures were \$1,300 bales. The principal cause of the decline was August selling. which, despite the buying of two prominent houses here, led the decline throughout the session. Crop accounts had a bearish average, indicating light rains in Texas, copious rains in the Atlantic section and showers to steady rains in Arkansas. Trading was chiefly local.

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